

ELLIOTT & ELLIOTT, P.A.

ATTORNEYS AT LAW

1508 Lady Street

COLUMBIA, SOUTH CAROLINA 29201

sellott@elliottlaw.us

SCOTT ELLIOTT

TELEPHONE (803) 771-0555

FACSIMILE (803) 771-8010

March 30, 2012

Jocelyn Boyd, Esquire
Chief Clerk and Administrator
South Carolina Public Service Commission
101 Executive Center Drive
Columbia, SC 29210

RE: Application of Impact Telecom, Inc., for a Certificate of Public Convenience and Necessity to Provide Resold Interexchange Telecommunications Services in the State of South Carolina on a Wholesale Basis, only.

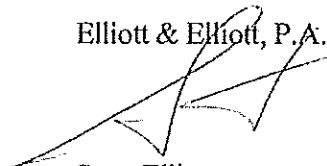
Dear Ms. Boyd:

Enclosed please find for filing the Application of Impact Telecom, Inc., for a Certificate of Public Convenience and Necessity to Provide Resold Interexchange Telecommunications Services. A motion for protective treatment of the financials and the financials which are being filed under seal are being filed and served by separate correspondence. By copy of this letter, I am serving the Office of Regulatory Staff.

If you have any questions or if I may provide you with any additional information, please do not hesitate to contact me.

Sincerely,

Elliott & Elliott, P.A.

A handwritten signature in black ink, appearing to be 'Scott Elliott', written over the printed name.

Scott Elliott

SE/jcl

Enclosures

cc: C. Dukes Scott, Esquire w/enc.
Judith A. Riley, Esquire

BEFORE
THE PUBLIC SERVICE COMMISSION OF
SOUTH CAROLINA
DOCKET NO.:

IN RE:)	
Application of Impact Telecom, Inc.)	
for a Certificate of Public Convenience and)	
Necessity for Authority to Provide Resold)	APPLICATION
Interexchange Telecommunications)	
Services in the State of South Carolina on)	
A Wholesale Basis, only.)	

Impact Telecom, Inc. (hereinafter "Applicant" or "Impact") pursuant to S.C. Code Ann. §58-9-280(B), as amended, and Section 253 of the Telecommunications Act of 1996, respectfully submits this Application for a Certificate of Public Convenience and Necessity for Authority to Provide Resold Interexchange Telecommunications Service in the State of South Carolina, on a wholesale basis only.

The applicant proposes to provide resold interexchange telecommunications services throughout all Counties of the State of South Carolina. The Company will offer voice services and data point-to-point private line. The Company does not propose to offer any residential services. The customers are not assigned telephone numbers. The customers are other carriers only, none of which are end users.

When a customer orders service from the Company, the underlying carrier of least cost for the service area is determined and a service order is placed. The Company has no technical facilities or technicians in South Carolina. All installation is performed as a function of the underlying carrier. The carriers the Company will utilize in the State of South Carolina are Verizon and AT&T. The Company provides services nationwide. The Company has numerous agreements with multiple carriers depending on the geographic location of the underlying carrier's facilities.

In support of this Application, Applicant respectfully states as follows:

1. The name and address of the Applicant are:

Impact Telecom, Inc.
9250 E. Costilla Ave., Suite 400
Greenwood Village, CO 80112
Telephone: (303) 779-5700
Facsimile: (303) 779-0500
Email: service@impacttelecom.net
Website: <http://www.impacttelecom.com>

2. All correspondence, notices, inquiries and other communications regarding this application should be sent to:

Scott Elliott
Elliott & Elliott, PA
1508 Lady Street
Columbia, SC 29201
Telephone: 803-771-0555
Facsimile: 803-771-8010
selliott@elliottlaw.us

Copy to: Judith A. Riley
Regulatory Consultant
PO Box 720128
Oklahoma City, OK 73172-0128
Telephone: 405-755-8177
Facsimile: 405-755-8377
Email: jriley@telecompliance.net

3. Contact person regarding ongoing operations of the Company is:

Robert Beaty, President
9250 E. Costilla Ave., Suite 400
Greenwood Village, CO 80112
Telephone: (303) 779-5700
Facsimile: (303) 779-0500
Email: rbeaty@impacttelecom.net
Website: <http://www.impacttelecom.com>

4. Description of Applicant

Applicant is a private corporation, incorporated in the state of Nevada on May 25, 2005. Certificates of Good Standing and Authority to Transact Business in the State of South Carolina are attached as **Exhibit A**.

5. Officers and Directors and Legal Counsel

Please refer to **Exhibit B**.

6. Customer Service

Applicant understands the importance of effective customer service for its consumers. Applicant has made arrangements for its customers to call the Company at its toll-free customer service number, (866) 557-8918. In addition, Customers may contact the Company in writing at the headquarters address and via e-mail at service@impacttelecom.net. The

toll-free number will be printed on the customers' monthly billing statements.

7. Financial Ability

Applicant has sufficient financial resources to operate in South Carolina. In support of the Company's financial ability to provide the proposed services, the Applicant offers its financial statements in **Exhibit C**.

8. Managerial and Technical Ability

Exhibit D contains a brief overview of the managerial experience of Applicant. The Company has the managerial experience in the telecommunications industry that will allow it to be a successful in providing Interexchange telecommunications services.

9. Proposed Service Territory

Applicant proposes to offer Resold Interexchange Telecommunications Services and Point-to-Point Private Line data services on a carrier-to-carrier wholesale basis, with no end user, throughout the State of South Carolina. **Exhibit E** contains the proposed Interexchange tariff of Applicant.

10. Public Interest and Need

Approval of this application and Applicant's proposed tariff will serve the public interest and offer several benefits to consumers in South Carolina. Applicant will offer its fellow carriers the ability to have seamless service for intrastate, interstate and international services. In addition, Applicants project management team can improve circuit installation times in many cases, driving down overall costs and time of installation projects.

The granting of Applicant's application is consistent with S.C. Code Ann. §58-9-280(B), as amended by 1996 Act No. 354, as Applicant possesses the technical, financial, and managerial resources sufficient to provide the services requested.

11. Waivers and Regulatory Compliance

Applicant requests that it be exempt from any financial recording rules or regulations that require a carrier to maintain its financial records in conformance with the Uniform System of Accounts ("USOA"). As a competitive provider, Applicant currently maintains its books and records in accordance with Generally Accepted Accounting Principles ("GAAP"). GAAP is used extensively by telecommunications carriers. Since Applicant utilizes GAAP, the Commission will have a reliable method by which to evaluate Applicant's operations. Therefore, Applicant requests to be exempt from any and all USOA requirements of the Commission.

In addition, Applicant requests a waiver of S.C. Reg. 103-610, and to be allowed to maintain its books and records at its headquarters location at 9250 E. Costilla Ave., Suite 400, Greenwood Village, CO 80112. In the event that the Commission finds it necessary to

review Applicant's books, this information will be provided upon request to the Commission or Applicant will bear the expense of travel for the Commission staff to examine the books and records located outside of South Carolina.

Applicant reserves the right to seek any regulatory waivers which may be required for Applicant to compete effectively within the states' resale market.

This Application demonstrates that Applicant has the technical, financial and managerial resources to provide resold interexchange telecommunications service within South Carolina. The granting of this Application will promote the public interest by increasing the level of competition in the telecommunications markets of the state. Competition of this nature will mandate that telecommunications providers will operate more efficiently and improve the overall service quality for consumers.

Approval of the Application of Impact Telecom Inc. will serve the public interest by offering carriers throughout the State of South Carolina a meaningful quality service option. Approval of this Application will also benefit consumers by creating greater competition in the interexchange marketplace. Competition in the telecommunications marketplace inspires innovation and development of services that meet customer needs cost effectively.

Wherefore, Applicant respectfully petitions this Commission for a Certificate of Public Convenience and Necessity for Authority to provide resold interexchange and private line telecommunications services in the State of South Carolina on a wholesale carrier-to-carrier basis only, and for such other relief as it deems necessary and appropriate.

Elliott & Elliott, PA

By  _____

Scott Elliott
1508 Lady Street
Columbia, SC 29201
Telephone: 803-771-0555
Facsimile: 803-771-8010
E-Mail: selliott@elliottlaw.us
Attorneys for Applicant

Columbia, South Carolina

March 30, 2012

Impact Telecom, Inc.

SCHEDULE OF EXHIBITS

Exhibit A	Nevada Certificate of Good Standing/ Certificate of Authority
Exhibit B	Officers, Directors and Legal Counsel
Exhibit C	Financial Statements - CONFIDENTIAL
Exhibit D	Resumés of Key Personnel
Exhibit E	Proposed Interexchange Tariff

Impact Telecom, Inc.

EXHIBIT A

South Carolina Certificate of Authority

Nevada Certificate of Good Standing

STATE OF SOUTH CAROLINA
SECRETARY OF STATE

AUG 25 2011 APPLICATION BY A FOREIGN CORPORATION
FOR A CERTIFICATE OF AUTHORITY
TO TRANSACT BUSINESS
IN THE STATE OF SOUTH CAROLINA

TYPE OR PRINT CLEARLY WITH BLACK INK

Pursuant to Section 33-15-103 of the 1976 South Carolina Code of Laws, as amended, the undersigned corporation hereby applies for authority to transact business in the State of South Carolina, and for that purpose, hereby submits the following statement:

1. The name of the corporation is (see Sections 33-4-101 and 33-15-106 and Section 33-19-500(b)(1) if the corporation is a professional corporation) Impact Telecom, Inc.
2. It is incorporated as (check applicable item) ☒ a general business corporation, [] a professional corporation, under the laws of the state of Nevada
3. The date of its incorporation is 05/25/2005 and the period of its duration is Perpetual
4. The address of the principal office of the corporation is 9250 E Costilla Ave., Ste. 400 in the city of Greenwood Village and the state of CO 80112
Street Address Zip Code
5. The address of the proposed registered office in the state of South Carolina is 2 Office Park Court, Suite 103, in the city of Columbia in South Carolina 29223
Street Address Zip Code
6. The name of the proposed registered agent in this state at such address is C.T. CORPORATION SYSTEM
Print Name

I hereby consent to the appointment as registered agent of the corporation.

C.T. CORPORATION SYSTEM

By:

Katherine Luckey
Signature of the Registered Agent

Katherine Luckey
asst. sec.

110831-0041

FILED: 08/25/2011

IMPACT TELECOM, INC.

Filing Fee: \$135.00 ORIG



Mark Hammond

South Carolina Secretary of State

Name of Corporation

- a) Name of Directors

Robert Beatty

[illegible]

Source: author's calculations based on data from the 1990 Census of the United States.

- Business Address

9250 E Costilla Ave., Ste. 400, Greenwood Village, CO 80112.

9250 E Costilla Ave., Ste. 400, Greenwood Village, CO 80112

9250 E Costilla Ave., Ste. 400, Greenwood Village, CO 80112

9250 E Costilla Ave., Ste. 400, Greenwood Village, CO 80112

- Class of Shares (and Series, if any)

A Common

10,000,000

Age Group	Total (%)	Female (%)	Male (%)	Under 18 (%)	18-24 (%)
18-24	~1.5	~1.5	~1.5	~1.5	~1.5
25-34	~1.5	~1.5	~1.5	~1.5	~1.5
35-44	~1.5	~1.5	~1.5	~1.5	~1.5
45-54	~1.5	~1.5	~1.5	~1.5	~1.5
55-64	~1.5	~1.5	~1.5	~1.5	~1.5
65-74	~1.5	~1.5	~1.5	~1.5	~1.5
75+	~1.5	~1.5	~1.5	~1.5	~1.5

- Date 8-17-11

Name of Corporation

Signature Robert A. Dutz

Robert Beatty, President
Type or Print Name and Office

1350



STATE OF SOUTH CAROLINA
DEPARTMENT OF REVENUE
**INITIAL ANNUAL
REPORT OF CORPORATIONS**

CL-1
(Rev. 9/7/10)
3134

Office Use Only			
File Number _____	ENDING PERIOD _____ Month _____ Year _____		
SID Number _____			
Date "Application for Charter" filed with Secretary of State _____ For Secretary of State Use Only			
Date of "Request for authority to do business in this state" (Foreign Corp.) 08/22/2011 AUG 25 2011			
FEIN _____	Business Code _____		
<input type="checkbox"/> Check if subchapter S election (Office Use Only)			
NAME OF CORPORATION Telephone # (866)557-8918			
Impact Telecom, Inc.			
PHYSICAL ADDRESS OF HEADQUARTERS (NUMBER AND STREET)	MAILING ADDRESS FOR TAX CORRESPONDENCE		
9250 E Costilla Ave., Ste. 400	P.O. Box 720128		
CITY AND STATE ZIP COUNTY	CITY AND STATE ZIP		
Greenwood Village, CO 80112 Arapahoe	Oklahoma City, OK 73172-0128		
1. State of Incorporation: Nevada 2. Indicate month corporation closes its books: December			
3. Nature of principal business in SC: Telecommunications			
4. Location of registered office of the corporation in the state of SC is in the city of Columbia Registered agent at such address is C.T. Corporation System			
5. Location of principal office in SC (street, city, zip and county): Not established			
6. Date business commenced in SC: 11/14/2011 Effective Date of Incorporation: 08/22/2011			
7. If a professional corporation, are all shareholders, one-half of the directors (or individuals functioning as directors) and all officers (other than the secretary and treasurer) qualified to practice the professional services engaged in by the corporation?			
8. The names and business addresses of the directors (or individuals functioning as directors) and principal officers in the corporation are:			
<table border="0" style="width:100%;"> <tr> <td style="width:50%; vertical-align: top;"> Dr./Name/Title Robert Beatty, President, 9250 E Costilla Ave., Ste. 400, Greenwood Village, CO 80112 Jim Hart, Vice President of Operations, 9250 E Costilla Ave., Ste. 400, Greenwood Village, CO 80112 Jason McKesson, Vice President of Wholesale, 9250 E Costilla Ave., Ste. 400, Greenwood Village, CO 80112 Chuck Griffin, Vice President of Retail, 9250 E Costilla Ave., Ste. 400, Greenwood Village, CO 80112 </td> <td style="width:50%; vertical-align: top;"> Business Address and Office 9250 E Costilla Ave., Ste. 400, Greenwood Village, CO 80112 </td> </tr> </table>		Dr./Name/Title Robert Beatty, President, 9250 E Costilla Ave., Ste. 400, Greenwood Village, CO 80112 Jim Hart, Vice President of Operations, 9250 E Costilla Ave., Ste. 400, Greenwood Village, CO 80112 Jason McKesson, Vice President of Wholesale, 9250 E Costilla Ave., Ste. 400, Greenwood Village, CO 80112 Chuck Griffin, Vice President of Retail, 9250 E Costilla Ave., Ste. 400, Greenwood Village, CO 80112	Business Address and Office 9250 E Costilla Ave., Ste. 400, Greenwood Village, CO 80112
Dr./Name/Title Robert Beatty, President, 9250 E Costilla Ave., Ste. 400, Greenwood Village, CO 80112 Jim Hart, Vice President of Operations, 9250 E Costilla Ave., Ste. 400, Greenwood Village, CO 80112 Jason McKesson, Vice President of Wholesale, 9250 E Costilla Ave., Ste. 400, Greenwood Village, CO 80112 Chuck Griffin, Vice President of Retail, 9250 E Costilla Ave., Ste. 400, Greenwood Village, CO 80112	Business Address and Office 9250 E Costilla Ave., Ste. 400, Greenwood Village, CO 80112		
9. The total number of authorized shares of capital stock itemized by class and series, if any, within each class as follows:			
Number of Shares	Class		
10,000,000	A		
	Series		
	Common		
10. The total number of issued and outstanding shares of capital stock itemized by class and series, if any, within each class is as follows:			
Number of Shares	Class		
1,000,000	A		
	Series		
	Common		
1. Fee due with this report			
2. Interest due			
3. Penalty due			
4. Total - Due			
See instructions for payment and mailing.			

AFFIDAVIT

I, the undersigned Incorporator or principal officer of the corporation for which this return is made, declare that this return, including accompanying statements and schedules, has been examined by me and is to the best of my knowledge and belief a true and complete return made in good faith.

THIS RETURN PREPARED BY

8-12-11

DATE

SIGNATURE OF INCORPORATOR OR OFFICER AUTHORIZED TO SIGN

President

TITLE

31341027

ATTACH REMITTANCE HERE

The State of South Carolina



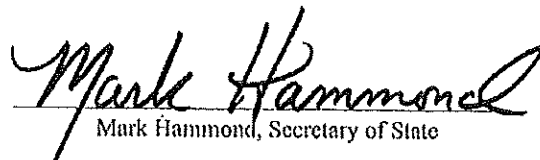
Office of Secretary of State Mark Hammond

Certificate of Authorization

I, Mark Hammond, Secretary of State of South Carolina Hereby certify that:

IMPACT TELECOM, INC.,
a corporation duly organized under the laws of the state of NEVADA and issued a certificate of authority to transact business in South Carolina on August 25th, 2011, has on the date hereof filed all reports due this office, paid all fees, taxes and penalties owed to the Secretary of State, that the Secretary of State has not mailed notice to the Corporation that its authority to transact business in South Carolina is subject to being revoked pursuant to Section 33-15-310 of the 1976 South Carolina Code, and no application for surrender of authority to do business in South Carolina has been filed in this office as of the date hereof.

Given under my Hand and the Great
Seal of the State of South Carolina this
31st day of August, 2011.


Mark Hammond, Secretary of State

Note: This certificate does not contain any representation concerning fees or taxes owed by the Corporation to the South Carolina Tax Commission or whether the Corporation has filed the annual reports with the Tax Commission. If it is important to know whether the Corporation has paid all taxes due to the State of South Carolina, and has filed the annual reports, a certificate of compliance must be obtained from the Tax Commission.

SECRETARY OF STATE



CERTIFICATE OF EXISTENCE WITH STATUS IN GOOD STANDING

I, ROSS MILLER, the duly elected and qualified Nevada Secretary of State, do hereby certify that I am, by the laws of said State, the custodian of the records relating to filings by corporations, non-profit corporations, corporation soles, limited-liability companies, limited partnerships, limited-liability partnerships and business trusts pursuant to Title 7 of the Nevada Revised Statutes which are either presently in a status of good standing or were in good standing for a time period subsequent of 1976 and am the proper officer to execute this certificate.

I further certify that the records of the Nevada Secretary of State, at the date of this certificate, evidence, **IMPACT TELECOM, INC.**, as a corporation duly organized under the laws of Nevada and existing under and by virtue of the laws of the State of Nevada since May 25, 2005, and is in good standing in this state.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the Great Seal of State, at my office on January 9, 2012.



ROSS MILLER
Secretary of State

Electronic Certificate
Certificate Number: C20120109-0231
You may verify this electronic certificate
online at <http://www.nvsos.gov/>

Impact Telecom, Inc.

EXHIBIT B

Officers, Directors and Legal Counsel, Regulatory Counsel

Officers, Directors and Legal Counsel, Regulatory Counsel

Officer

Robert Beaty
Impact Telecom, Inc.
9250 E. Costilla Ave., Suite 400
Greenwood Village, CO 80112
Telephone: (303) 779-5700
Facsimile: (303) 779-0500
Email: bbeaty@impacttelecom.net
Website: <http://www.impacttelecom.com>

Legal Counsel

Scott Elliott
Elliott & Elliott, PA
1508 Lady Street
Columbia, SC 29201
Telephone: 803-771-0555
Facsimile: 803-771-8010
selliott@elliottlaw.us

Copy to: Judith A. Riley
Regulatory Consultant
PO Box 720128
Oklahoma City, OK 73172-0128
Telephone: 405-755-8177
Facsimile: 405-755-8377
Email: jriley@telecompliance.net

**BEFORE THE
PUBLIC SERVICE COMMISSION
OF SOUTH CAROLINA**

RE: Application of Impact Telecom, Inc. for
Certificate of Public Convenience and Necessity
for Authority to Provide Resold Interexchange
Telecommunications Services throughout the
State of South Carolina on a Wholesale Basis,
only.

Docket, No.:

APPLICATION OF IMPACT TELECOM, INC.

EXHIBIT C

Financial Statements

**CONFIDENTIAL & PROPRIETARY
FILED UNDER SEAL**

Impact Telecom, Inc.

Exhibit D

Resumés of Key Personnel

Robert M. Beaty

Professional

Impact Telecom, Inc. – Greenwood Village, CO March 2005-Present

President & CEO March 2005- Present

Started Impact in 2005 and grew it from the ground up to become a successful and profitable wholesale carrier. We employ 20 people and service major carriers throughout the world. During this time, he has served as President and Chief Executive Officer.

ICG Communications - Denver, CO May 2000 - February 2005

Senior Vice President of Sales October 2004-February 2005

Led sales organization through the transition from a nationwide public company to a regional private company focused on profitability and growth. We consistently exceeded our revenue plan while rebuilding sales organization.

- Achieved 110% of new sales plan for the nation during the sale of 2 regions and the SS-7 product line.
- Kept organization focused while facing issues of management changes, sale of markets, financial distress and the redefining of the company strategy.
- Redesigned sales compensation program to align sales goals of revenue growth and retention in relation to the company plan.
- Staffed to quota ahead of target timeline while remaining below SG&A budget.

Senior Vice President of Sales-Wholesale March 2003 - September 2004

Responsible for revenue growth and full P&L of \$225 Million/year Wholesale organization.

- Achieved 109% of new revenue goal for 2003 with an incremental increase in monthly production of 33%.
- Instrumental in key wins and executive alignment with Level 3, XO, Broadwing, MCI, Wiltel, Qwest
- Developed and implemented key account program to improve account performance and growth with focused strategies and plans.
- Decreased churn within the wholesale business line to below industry average taking it from above 4% to below 1.5%, while increasing overall revenue.

Senior Vice President of Sales November 2001 - March 2003

Nationwide responsibility overseeing all aspects of Retail/Enterprise and Wholesale sales organization.

- Key contributor to the development of the strategic plan for the recovery from bankruptcy. Including key contract renegotiations with MCI, Qwest and MSN which resulted in maintaining their revenue.
- Redesigned the sales organization during restructuring to maximize revenue retention and new sales production while improving service to our customer resulting in maintaining all of our top 100 accounts.

- Designed and implemented motivational programs, sales training programs, and activity management system to increase performance. This resulted in an increase of average revenue per rep of over 55%.
- Established hiring standards to improve new hire performance which reduced new hire failure to below 10% during their first 6 months.

Vice President of Corporate Development

May 2000 - November 2001

Established and directed the strategic course of the company in relation to investments with strategic partners. Represented the company during potential merger and acquisition activities including negotiations, due diligence and financing.

- Acted as due diligence interface for bank financing, credit rating review and acquisition activities.
- Refined current business model to more accurately reflect the current and future business growth.
- Participated as one of the lead interfaces for acquisition inquiries. Led business plan reviews and pro forma development of the integrated plan.
- Developed Restructuring plan to reduce cost and realign business objectives.
- Projected and managed a 25% company wide reduction in force which resulted in an annual savings of \$4.8 Million dollars.
- Redesigning the sales organization during restructuring to reduce the total personnel an additional 15% within the organization and focus on improving service to our customers.

AT&T, September 1995 - May 2000

(Previously as Teleport Communications Group & Kansas City Fibernet)

Director of Business Planning

AT&T Broadband

August 1999 - May 2000

Developed and managed the operational plan for the Cable Telephony Organization including the revenue and expense assumptions within the five-year plan. Identified and provided direction for footprint-related issues like wire centers, rate centers, E911, and ICO territories.

- Redeveloped the five-year plan with finance to include the operationally based assumptions.
- Worked as interface for supplier management and oversight. Reduced the 2000 capital and expense budget by 35% through supplier negotiations and redefining services provided by suppliers.
- Planned and coordinated the NPA-NXX sharing program with Media One.

District Manager of New Markets,

AT&T Local Services

August 1998 - August 1999

Responsible for the development of comprehensive marketing plans of potential local service markets.

- Built the market risk assessment business model for local services in new markets to validate the financial plan.
- Established an LSO database to identify synergy opportunities which resulted in LSO prioritization and increased synergies of \$2.4 M per month in savings.
- Supported special projects for both customer bids and synergy opportunities, i.e. The

- INOVA Project, WorldNet, Payphones, POP to POP, and the cable records audit.
- Oversaw the due diligence process for corporate development projects for both domestic and international projects.

Director of Sales and Marketing, Kansas City FiberNet **February 1997 - July 1998**

Developed and implemented marketing and sales strategies for expansion and retention of a \$10 million customer base. Responsible for overseeing all daily operations, which included P&L, product development, pricing, contract negotiations, and the administration of the media plan.

- Negotiated and implemented new Master Service Contracts with AT&T, Frontier Communication's, WorldCom, LCI, and Sprint.
- Developed and implemented the 1997 and 1998 media plan including development of new print advertisements and marketing materials.
- Responsible for the integration of Kansas City FiberNet to AT&T.

Account Manager, Kansas City Fibernet **September 1995 - February 1997**

Responsibility for the acquisition and maintenance of large commercial accounts with an annual revenue responsibility of \$300,000.

- Performed at a level of 146% of set objectives for 1996.
- Developed the data transmission product platform.
- Developed and implemented the Internet Service Provider master service agreement.
- Standardized the collocation platform and established the pricing structures.

Sprint Corporation - Kansas City, MO, June 1991 - September 1995

Sales Supervisor **December 1993 - September 1995**

Responsible for a top performing nationally ranked sales team composed of twelve representatives with an annual revenue responsibility of \$900,000. Recruited, hired, motivated and developed the sales force. Interim Manager for a call center of 120 outbound sales representatives.

- Earned Supervisor of the Year in 1994.
- Leader of the Sales Management Process core team responsible for the redesign of the management process.
- Lowest annualized turnover in the Kansas City Sales Center in 1994 and 1995.
- Implemented the outbound National Account acquisition campaign achieving a market penetration of over 65%.
- Audited the new-hire training, which led to the redesign of the training program.
- Developed the computerized daily and monthly reports at the team level to improve consistency and reduce paperwork.

Sr. Sales Representative / Sales Representative **June 1991 - November 1993**

Responsible for the acquisition and retention of commercial accounts. I consistently exceeded monthly sales and revenue quotas as a top performer. I was promoted to Sr. Sales Representative within ten months.

- Development and implementation of new procedures such as the daily sales log.
- Responsible for the business process improvement documentation for inside sales. This worked towards reducing the duplication in the sales process.

IMPACT TELECOM, INC.

MANAGEMENT TEAM

Jim Hart, Vice President, Operations

Jim Hart is a veteran of the telecommunications industry and has served more than 20 years in various engineering and operational roles. Jim started his telecommunications career in the Seattle area in the education arena. During the 1990's Jim was on the team at Airborne Express and later joined Cisco Systems in the East Coast engineering center. Jim achieved CCIE certification in 1997 while working for Cisco.

Jim served as a Consulting Engineer for Cisco Systems in 1998 while working on the design and implementation of worldwide data networks with some of Cisco's' largest customers. Upon leaving Cisco Systems, Jim joined the staff of ICG Communications where he served as VP of technology and architecture. He was responsible for the design and implementation of the MPLS network which allowed for the deployment of advanced communications. Jim held a leadership position at ICG during this time for new product development, including the development of one of the first national Voice over IP platforms, VoicePipe.

Since Jim's departure from ICG, he has consulted with many VOIP providers, including a leadership position at One IP Voice, a national SIP provider. At One IP Jim was responsible for the deployment of the advanced IP communications platform. Most recently Jim has been working with carriers and government and law enforcement to provide lawful intercept solutions for next generation networks in response to the CALEA regulations.

Jason McKesson – Vice President, Wholesale

Jason has 13 years of experience in the wholesale telecom space. He received a B.A. in Advertising from Michigan State University and became a Registered Representative, receiving both his Series 7 and 63 licenses. Jason started in telecom with WorldCom in 1995 in their national accounts division in New York City, where he was a Presidents Club member. He moved on to Global Crossing National Accounts in 1998 where he also was a member of the President's Club.

In 2001 Jason started an agent business focused on the wholesale carrier space. He built this business up to a billing of over \$1.5 million dollars per month. He has to manage both the relationship and the implementation of all the services within the agency. He also dealt with the ever changing relationship of the agent to the supplier which is what ultimately caused him to want to start his own carrier. Jason has a proven track record of success and the relations that he has built over the last 13 years are a key to his continued success.

Chuck Griffin – Vice President, Retail

Chuck received his B.S. in Management from University of Colorado with a Multi-Major in Communications. Chuck started his career in retail sporting goods where he successfully built a multi-store specialty sports retail organization while increasing revenues from \$1M to over \$8M annually. He was also instrumental in managing its final acquisition. He went on to @link as the Director of Business Development and was responsible for the sales to fortune 500 companies. It was at @link where he developed invaluable experience in ATM, and VPN technology.

Later he became the VP of Business Development for Idigi Communications where he implemented new market development, building both indirect and direct channel sales efforts. He went on to ICG as the Director of Channel Sales and successfully led ICG through a partner channel redevelopment and transformation. He left ICG to form his own Data and VoIP Company, IPath Communications, and became a market expert in Voice over IP. When IMPACT Telecom purchased IPath, Chuck took on the role of VP of Business Development and has been instrumental in the process and product development for the Voice over IP services and data services from T-1's to 10 Meg metro Ethernet.